

7 Job Interview Phrases

That Make You Sound Small

(And Phrases That Make You Sound Big)



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1. Using "Just" and "Only"

- **What you're saying:**

- "I just managed a small team"
- "I only increased sales by 30%"
- "It was just a side project"

- **What it signals:**

You don't value your own achievements

- **Say this instead:**

- "I led a team that delivered [specific result]"
- "I drove a 30% sales increase through [specific strategy]"
- "I initiated and executed a project that [specific outcome]"

Remember this:

**No one will value your work
more than you do**

2. Hedging Your Salary Worth

- **What you're saying:**

- "I'm flexible on salary"
- "Whatever you think is fair"
- "I'm sure we can work something out"

- **What it signals:**

You'll accept less than you're worth

- **Say this instead:**

- "Based on my [achievements], I'm targeting roles in the [X] range"
- "My research shows market value for this impact is [range]"
- "Given my proven ability to [value], I'm looking at opportunities between [X] and [Y]"

Remember this:

**Flexible candidates
get flexible (lower) offers**

3. Starting With "I Think" or "Maybe"

- **What you're saying:**

- "I think I could handle that"
- "Maybe I have relevant experience"
- "I think I'd be good at that"

- **What it signals:**

You lack confidence in your abilities

- **Say this instead:**

- "Based on my experience with [example], I can deliver [outcome]"
- "My background in [area] directly applies to this challenge"
- "I'm confident I can [specific contribution] because [evidence]"

Remember this:

**Uncertainty in your voice becomes
doubt in their minds**

4. Minimizing Your Achievements

- **What you're saying:**

- "It wasn't that difficult"
- "Anyone could have done it"
- "I got lucky with the timing"

- **What it signals:**

Your successes are random, not skilled

- **Say this instead:**

- "I succeeded by [specific strategy]"
- "I created [specific approach] that delivered [result]"
- "I recognized the opportunity and took action by [steps]"

Remember this:

**Diminishing your wins
diminishes your value**

5. Downplaying Your Role

- **What you're saying:**

- "I helped with the project"
- "We kind of figured it out"
- "I was involved in"

- **What it signals:**

You're not a key contributor

- **Say this instead:**

- "I led the initiative to [specific outcome]"
- "I developed the solution that [specific result]"
- "My role was to [specific responsibility] which resulted in [outcome]"

Remember this:

Vague contributions
get vague offers

6. Apologizing For Experience Gaps

- **What you're saying:**

- "Sorry, I haven't done exactly that"
- "I know I don't have all the requirements"
- "I apologize for my limited experience"

- **What it signals:**

You're not qualified

- **Say this instead:**

- "I led the initiative to [specific outcome]"
- "I developed the solution that [specific result]"
- "My role was to [specific responsibility] which resulted in [outcome]"

Remember this:

Apologizing for gaps creates
bigger gaps

7. Using Passive Language

- **What you're saying:**

- "The project was completed"
- "Results were achieved"
- "It was decided that"

- **What it signals:**

You avoid taking credit

- **Say this instead:**

- "I completed the project under budget"
- "I achieved 125% of the target"
- "I made the decision to [action] which led to [result]"

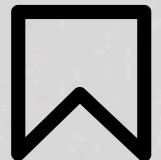
Remember this:

**Passive voice creates
passive perception**

Found This Helpful?

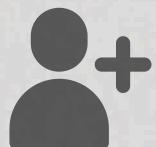


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